

## Appendix C

### Product and Pricing Index

<b>Tandberg USA</b>	<b>Minimum Customer Discount</b>
<b>Video Products</b>	
MXP 8000, 7000, 2000, 1500, 1000, 770, 550, 150	22.30%
MXP 6000, Maestro, 3000, 990, 880	26.94%
Portables 6000, 3000	26.94%
Codecs 6000, 3000	27.97%
<b>Infrastructure Products</b>	
All MPS, MCU, GW, GK, BC	27.97%
<b>Management Software</b>	
TMS. See & Share	27.97%
<b>Educator, Judicial Products</b>	
Educator, Director, Mestro Professional, Justice 6000	23.45%
<b>Mobile Solutions</b>	
Intern, Tactical, Director, Presenter	18.60%
*Shipping is included on all Tandberg Products with the exception of Systems which have display devices over 20" or have wheels/casters, such as: 8000MXP, Maestro MXP, 3000 MXP or Director	

<b>Radvision</b>	<b>Minimum Customer Discount</b>
CTM Licenses	16.94%
All Other Products	33.48%
On Guard Services	0.00%
*Shipping is included on all Radvision Items	

<b>Codian</b>	<b>Minimum Customer Discount</b>
All Products	13.26%
Warranty/Support/Advanced Replacement	0.00%
*Shipping is included on all Codian Items	

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<b>Polycom</b>	<b>Minimum Customer Discount</b>
<b>Video Products</b>	
ViewStation VS4000	57.00%
VSX Systems (With Media Center Carts), ClassStations	24.50%
VSX 8000, 7000,5000,3000,	30.40%
Executive Collection, PVX, V2IU	19.55%
Judicial Collaboration System, VSX People + Content	24.60%
<b>Software Products</b>	
GMS, PathNavigator, MGC+ Integrated Modules, Network Aware Scheduler, Polycom Conference Suite, ReadManager, Video Network Manager, WebOffice	19.55%
<b>Base MGC+</b>	
25, 50, 100, and MGC Cargs, ReadRecorder, WebCommander	30.35%
MGC 25 IP, ISDN upgrade, Bundles	24.40%
<b>Audio Products</b>	
SoundStation VTX Equipment, SoundPoint Equipment	40.25%
SoundPoint Systems, Voice+Content Bundles	22.80%
SoundPoint IP 3000	29.10%
Soundstation IP	34.00%
SoundStation Premier Systems	40.25%
<b>Accessories</b>	
Cables, Mic Cables, Wireless SoundStation Accessories	4.00%
Long Cables, Furniture, Standalone Displays, S-video Cables	0.49%
*Shipping is included on all Polycom Products with the exception Viewstations, Cables, Furniture, NSD Products, Systems over 30 pounds	

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<b>Smart Technologies</b>	<b>Minimum Customer Discount</b>
<b>SMART Board Interactive Whiteboards</b>	
All Smart Board Models/Sizes	15.21%
All Smart Board Floor Stands	10.22%
Accessories	8.70%
<b>Rear Projection SMART Board Interactive Whiteboards</b>	
All Models/Sizes	15.23%
Accessories	10.00%
<b>SMART Board for Flat-Panel Displays Interactive Whiteboards</b>	
All Models/Sizes	12.21%
<b>Actalyst Interactive Digital Signage</b>	
37" to 43" Overlays	12.23%
50" Overlays	10.23%
60" to 63" Overlays	12.24%
Accessories - Frame with actalyst order or ordered separately	10.07%
<b>Symposium Interactive Pen Displays and Lecterns</b>	
Symposium Models	10.20%
Accessories	10.00%
<b>Expression Multimedia Cabinets</b>	
Expression Models	12.20%
Accessories	10.00%
*Shipping is included on all Smart Technology items with the exception of Rear Projection Displays and some accessories	

<b>LG Plasma</b>	<b>Minimum Customer Discount</b>
All screens	5%
*Shipping is not included	